

Message Text

UNCLASSIFIED

PAGE 01 QUITO 08124 012033Z
ACTION ARA-14

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-08 FRB-01
INR-07 NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06
SP-02 OMB-01 /064 W
-----023319 012037Z /53
P 011537Z MDEC 77
FM AMEMBASSY QUITO
TO SECSTATE WASHDC PRIORITY 6509

UNCLAS QUITO 8124

DEPARTMENT PLEASE PASS TO EX-IM BANK

E.O. 11652: N/A
TAGS: BPRO, BTIO, EFIN, EC
SUBJECT: PROPOSED SALE OF U.S. COMPUTER TO CENTRAL UNIVERSITY

1. OFFICIALS OF CENTRAL UNIVERSITY (STATE INSTITUTION) AND SISTEMAS ANDINOS, S.A. (SANSa) TODAY PAID A VISIT TO THE EMBASSY TO DISCUSS THE UNIVERSITY'S PLANS TO PURCHASE A \$440,000 COMPUTER SYSTEM FROM DATA GENERAL CORPORATION WITH SANSa ACTING AS THE SALES REPRESENTATIVE. SANSa, EXCLUSIVE ECUADOREAN SALES REPRESENTATIVE FOR DATA GENERAL, AND CENTRAL UNIVERSITY SEEK A FINANCIAL PACKAGE OF 85 PERCENT FROM THE EX-IM BANK AND 15 PERCENT FROM THE CENTRAL UNIVERSITY TO EFFECT THE PURCHASE. BANCO AMAZONAS, A LOCAL COMMERCIAL BANK, MAY BE WILLING TO SHARE THE EX-IM PORTION.

2. SANSa, WITH 2,000,000 SUCRES OF CAPITAL, AND IN BUSINESS FOR MORE THAN A YEAR, HAS ALREADY SOLD LOCALLY SEVERAL DATA GENERAL COMPUTERS. BANK REFERENCES INCLUDE BANCO AMAZONAS AND BANCO DE LOS ANDES. DR. RAMON BURNEO, FORMER GENERAL MANAGER OF BANCO AMAZONAS, ACTS AS PRESIDENT OF SANSa.

3. SANSa'S ADDRESS IS AS FOLLOWS:
AVENIDA TARQUI 809
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QUITO, ECUADOR
TELEPHONE 543-360, 520-957
DATA GENERAL HEADQUARTERS ARE LOCATED AT:
SOUTHBORO, MASSACHUSETTS 01772
TELEPHONE (617) 485-9100

4. ACTION REQUESTED: PLEASE COORDINATE FUTURE ACTION WITH
DATA GENERAL AND THEN ADVISE THE EMBASSY WHAT REQUIREMENTS
SANSA SHOULD FULFILL TO HELP OBTAIN THE FINANCING FOR
CENTRAL UNIVERSITY. IF ANY APPLICATION FORMS, ETC., ARE
NECESSARY, PLEASE POUCH SUCH MATERIALS TO THE EMBASSY FOR
TRANSMITTAL.
BLOOMFIELD

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: COMPUTERS, SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 01-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977QUITO08124
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Expiration:
Film Number: D770446-0295
Format: TEL
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t197712108/aaaagjli.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON MICROFILM, TEXT ON-LINE
Message ID: 31ec5dfc-c188-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 15-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 117188
Secure: OPEN
Status: <DBA CORRECTED> sph 970929
Subject: PROPOSED SALE OF U.S. COMPUTER TO CENTRAL UNIVERSITY
TAGS: BPRO, BTIO, EFIN, EC
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/31ec5dfc-c188-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
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